

Message Text

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ACTION COME-00

INFO OCT-01 EA-12 ISO-00 EB-08 CIAE-00 INR-10 NSAE-00

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E.O. 11652: N/A

TAGS: BEXP, KS

SUBJECT: TRADE OPPORTUNITIES FOR LEATHER SHOES AND BOOTS

REF: STATE 078081

SUMMARY: AS REQUESTED, CALLS WERE MADE ON APPROPRIATE AUTHORITIES AND TRADE ASSOCIATIONS TO OBTAIN INFORMATION REQUESTED IN REFTEL. AT PRESENT, THERE ARE NO KNOWN PLANNED PURCHASES OF U.S.-MADE LEATHER FOOTWEAR IN KOREA. ALL FOOTWEAR REQUIREMENTS FOR FIRE DEPARTMENTS, THE POSTAL SERVICE, AND ARMED FORCES CAN BE MET LOCALLY BY LARGE INDUSTRY WHICH IS ALSO DEEPLY INVOLVED IN EXPORTING ITS PRODUCTS. U.S. PRODUCTS ARE HIGHLY REGARDED BUT CURRENT TRADE RESTRICTIONS DO NOT PERMIT LEATHER FOOTWEAR PRODUCTS TO BE IMPORTED INTO KOREA. IN ADDITION, MUCH HIGHER PRICES WEAKEN THE COMPETITIVE POSITION OF U.S.-MADE VIS-A-VIS LOCAL PRODUCTS. END SUMMARY.

1. UNDER KOREA'S SEMI-ANNUAL TRADE PLAN, THE IMPORTATION OF LEATHER FOOTWEAR IS BANNED. ALTHOUGH THE KOREAN GOVERNMENT HAS RECENTLY LIBERALIZED IMPORTS SUBSTANTIALLY, LEATHER FOOTWEAR WAS NOT INCLUDED AND DOES NOT APPEAR ON THE LIST OF ITEMS SCHEDULED FOR GRADUAL LIBERALIZATION BY 1982. UNDER THESE CIRCUMSTANCES, IT IS HARD TO PREDICT WHEN BIDS FROM U.S. INDUSTRY WOULD BE WELCOME.

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2. THE OFFICE OF SUPPLY, REPUBLIC OF KOREA (OSROK) IS RESPONSIBLE FOR SUPERVISING ALL NON-MILITARY GOVERNMENT PROCUREMENT AND THE BUREAU OF LOGISTICS, MINISTRY OF NATIONAL DEFENSE FOR ARMED FORCES PROCUREMENT. ADDRESSES ARE: MR. CHUN, TAE HONG, DIRECTOR, FOREIGN PROCUREMENT BUREAU, OFFICE OF SUPPLY, 48-26 INWIE-DONG, CHONGRO-KU,

SEOUL, KOREA 110 AND MAJOR GENERAL SHIN BONG KYUN, DIRECTOR, LOGISTICS BUREAU, MINISTRY OF NATIONAL DEFENSE, YONGSAN-KU, SEOUL, KOREA 140. ALL MAJOR END USERS OF SPECIAL LEATHER FOOTWEAR IN KOREA ARE GOVERNMENT AGENCIES AND THE ARMED FORCES.

3. FORMAL PUBLIC INVITATIONS TO BID ARE ISSUED BY OSROK FOR ALL PROCUREMENT. COPIES OF BID INVITATIONS ARE FORWARDED TO THE NEW YORK OFFICE ABOUT 40 DAYS PRIOR TO BID OPENING. COPIES MAY BE OBTAINED BY WRITING TO THE OFFICE OF SUPPLY, CONSULATE GENERAL OF THE REPUBLIC OF KOREA, 460 PARK AVE., NEW YORK, NEW YORK 10022.

4. SHOULD THE IMPORTATION OF LEATHER FOOTWEAR BE ALLOWED, POST SUGGESTS THAT POTENTIAL U.S. SUPPLIERS CONTACT THE OFFICE LISTED IN PARA (3). POST RECOMMENDS THAT U.S. PRODUCERS SEEK LOCAL REPRESENTATION SHOULD AN IMPORT MARKET DEVELOP IN KOREA. LOCAL AGENTS CAN MONITOR BID ANNOUNCEMENTS CLOSELY AND ARE IN THE BEST POSITION TO MAKE OFFERS TO THE PROPER AUTHORITIES ON BEHALF OF THEIR PRINCIPALS.
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